



**EARTHLINKED**  
TECHNOLOGIES

*infinite energy for heating and cooling*



e-Newsletter ~ November 2008

### Energy Prices Motivate Global Interest in EarthLinked Systems

In one week in October, our website at [www.earthlinked.com](http://www.earthlinked.com) was visited by persons from 54 countries, including viewers from every continent. EarthLinked® systems are now saving energy and emissions in 47 states and 15 countries, with the recent addition of The Netherlands and Hungary.

We are proud to have trained 250 new EarthLinked installers in the past year alone. Buddy Bienfait and Rob Swaab of Holland were trained in system application, installation and start-up at a training session in Spain. ETI recently trained seven representatives of Trigemmer/[3R Energias](#), a Spanish energy services company, and Zsolt Turóczy of Axelvent Kft of Hungary.

Congratulations to Mel Hensch of **EfficiencyPlus Corporation**, EarthLinked sales representative for New England, New York, New Jersey and Pennsylvania, for bringing 90 newly recruited persons for training. It's obvious from these attendance figures that customers in the Northeastern U.S. are feeling the effect of oil prices on their heating bills and are demanding solutions from their heating contractors.

### EarthLinked Sales Rep Wins \$35,000 in Business Plan Competition

The Royal Melbourne Institute of Technology (RMIT University) awarded the first prize in its annual business plan competition to ETI's Sales Representative for Australia, [EnergyCore](#). The \$25,000 award was supplemented by \$10,000 from The LitMUS Group, consultants to the energy industry. EnergyCore Team Leader, Donald Payne, Ph.D., a physicist, said that he was thrilled his business received such recognition from the judges, who are all leaders in their industries. He added that if every Australian household installed geothermal heat pumps, the country could meet its 2020 renewable energy target with a single technology.

### New Hampshire Fire Station Cuts Heating Cost



Three six-ton EarthLinked space heat/cool units with hydronic radiant floor heat were installed in an 8,000 square foot fire station in Spofford, New Hampshire. Staffed by volunteer firefighters, the station has three apparatus bays, a training room, equipment room, offices and fire equipment storage with an emergency communication and management center.

The systems were installed by EarthLinked Dealer **Mountain Top Air** and Belisle Plumbing of Claremont, NH. They were sold by EarthLinked Sales Rep Mel Hensch of **EfficiencyPlus Corporation**. The Fire District chose the EarthLinked system because of its dependability, low cost to heat, and environmental friendliness. The project engineer initially did not favor a geo project but having observed the EarthLinked installation, now recommends the system. [Click to read the complete summary.](#)

### Saving Green in the Blue Grass State



In 2002, Jim Oswald of Wilmore, Kentucky installed a 4-ton EarthLinked system in his new 2,600 square foot home, using 5-ton horizontal (H5) earth loops. Installed by Steve Bingham of **Bingham Piping Company** (Georgetown, KY), the unit provides heating and cooling, plus water heating via a Domestic Water Module (DWM) and desuperheater. The 85-gallon hot water tank has an electric heating element for stand-by and "top-off" heating. The total electric cost for the home since 2002 averages \$74.55 monthly. Mr. Oswald says, "I have been quite happy with the EarthLinked unit and believe very much in the value of the product." Real-time usage reports can be viewed on Jim's website at <http://jboswald.net/instats.html>.

### Small-Bore Drilling System

Mid-Western Machinery Company of Joplin, Missouri now offers small bore drilling equipment specifically designed for installing earth loops for EarthLinked heat pumps. Mid-Western is a family-owned business that has been in the drilling business for more than 100 years and is currently operated by Gregg Beechwood,



the grandson of the founder. Gregg is enthusiastic about the future of direct exchange geothermal heating and cooling systems and the opportunity to grow his business along with ETI. If you are interested in drilling equipment, give Gregg a call at 417-624-2400 or check their website at [www.mwdrill.com](http://www.mwdrill.com).



### Commercial Water Heating Savings Calculator

To demonstrate the savings available to commercial customers such as hotels, restaurants and healthcare facilities, the ETI website now features a Commercial Water Heating savings calculator. Once usage parameters are entered, the savings calculator will show EarthLinked system savings as compared to other forms of water heating, including electric resistance, natural gas, propane and fuel oil. The savings calculator is located in the Commercial section of the website, under [Cost Comparison](#).

### New Installation DVD Available

An updated version of the video of an EarthLinked installation in a residential application became available this summer. The DVD now refers to the new corporate name of EarthLinked Technologies, Inc. and new website at [www.earthlinked.com](http://www.earthlinked.com). You can order the DVD from ETI for \$5.00 (U.S.). Please contact [Gail Barna](#) to purchase a copy. [Click to view the video online](#).

### EarthLinked Represented on Canadian Standards Committee



Sebastien Gauthier of [Solutions Geothermie](#) and Joe Parsons of ETI have been confirmed as members of the new technical subcommittee. The objective of the subcommittee is to review and update the technical content of two national performance standards by the [Canadian Standards Association](#): CAN/CSA C448 Series-02 Design and Installation of Earth Energy Systems, and C748-94 (R1999) Direct Expansion (DX) Ground Source Heat Pumps.

### Changes in ETI Support Staff

**Judy Nisbeth**, Receptionist and Warranty Administrator, is returning to her home in St. Maarten after three years of service. Thanks and best wishes to Judy in her new travel business. She will be replaced by **Terri Baldwin** who has been training for the past couple of months in various areas of the company including shipping and receiving, and working with Judy. Terri has served as a sergeant in the U.S. Army, and worked several years in customer service with UPS.

Other additions to the Support Staff include **Carol Taylor**, recently named Office Manager, and **Ana Iglesias**, Bookkeeper. Carol received an MBA from Florida Southern College and has served as credit manager and Vice President in the banking industry. Ana comes to us with 15 years experience in bookkeeping and administration. Her fluency in Spanish has already benefited ETI.

This group, along with **Gail Barna** who recently moved from manufacturing to the front office, form a strong, experienced team to support our Reps and Dealers as well as ETI's office and production staff.

### Additions to Dealer Resource Center

ETI dealers can now place orders via an Excel spreadsheet that will email itself to our office. Simply complete the worksheet and hit the submit button. It will automatically attach itself to an email (Outlook or Outlook Express) in your Outbox that goes directly to customer service rep Gail Barna for entry into the system. You can download the Order Form by entering into the [Dealer Resource Center](#) of the website and clicking on Order Form.

Pricing for Commercial Water Heating systems and Service Parts for all EarthLinked components are now available on the website. Sign in to the [Dealer Resource Center](#) and click the link for Price Lists.

### Training Schedule for 2008/2009

- November 5, 2008 | Denver, Colorado
- November 5-6, 2008 | Milford, Indiana
- November 10, 2008 | Denver, Colorado
- November 13-14, 2008 | Fairfax, Virginia
- December 4-5, 2008 | Lakeland, Florida
- March 12-13, 2009 | Lakeland, Florida

Please check the [Training seminars](#) page on our website for additional details.

### Trade Shows/Conferences

- November 17-18, 2008 | Toronto, Ontario  
3rd National GeoExchange Business and Policy Forum - sponsored by the Canadian GeoExchange Coalition. [Click for more information](#).

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